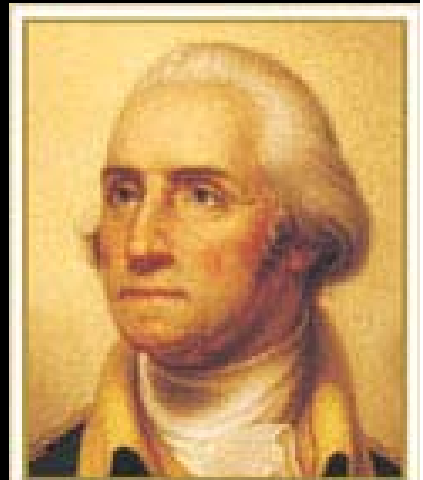


# Public Procurement Systems: Unpacking Stakeholder Aspirations and Expectations

Professor Jessica L. Clark  
w/ Professor Steve Schooner  
Dan Gordon, GAO

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# Critical Trends



- **Globalization**

- Multinational markets
- Multinational firms

- **Harmonization of international procurement norms**

- WTO GPA, EU, OECD
- UN-UNCITRAL Model Law
- World Bank, Regional Development Banks

**Introduction and Background to  
Research Agenda:  
From *Desiderata* to  
Goals, Constraints, and Stakeholders**

- **How did this project start?**
- **How did we get to this point?**
- **Where are we going?**

# ***Proposed Framework***

- Two-Pronged Approach
  - Goals and Constraints
  - Stakeholder Interests

# Goals, Constraints, Aspirations?

- *Transparency*
- *Integrity*
- *Competition*
- *Uniformity*
- Risk Avoidance
- Wealth Distribution(\*)
- Best value
- Efficiency (administrative)
- Customer Satisfaction



*Traditional?*



Transitional?



Current?



# ***Goals and Constraints***

- Customer Service Cluster
- Process-Focused Cluster
  - Non-clustered

# ***Goals and Constraints***

- Customer Service Cluster
  - End User Satisfaction
  - Economy
  - Best Value
  - Efficiency
  - Risk Avoidance
- *Process-Focused Cluster*
- *Non-clustered*



# ***Goals and Constraints***

- *Customer Service Cluster*
- *Process-Focused Cluster*
  - **Integrity**
  - **Uniformity**
  - **Transparency**
  - **Accountability**
  - **Competition**
- *Non-clustered*

# ***Goals and Constraints***

- *Customer Service Cluster*
- *Process-Focused Cluster*
- Non-clustered
  - Targeted Procurement
  - Social and economic policies

# ***Stakeholder Interests***

- **Government officials**
- **Citizens/The Public**
- **Oversight Community**
- **Private Sector (Firms/Contractors)**
- **International Trade Organizations**

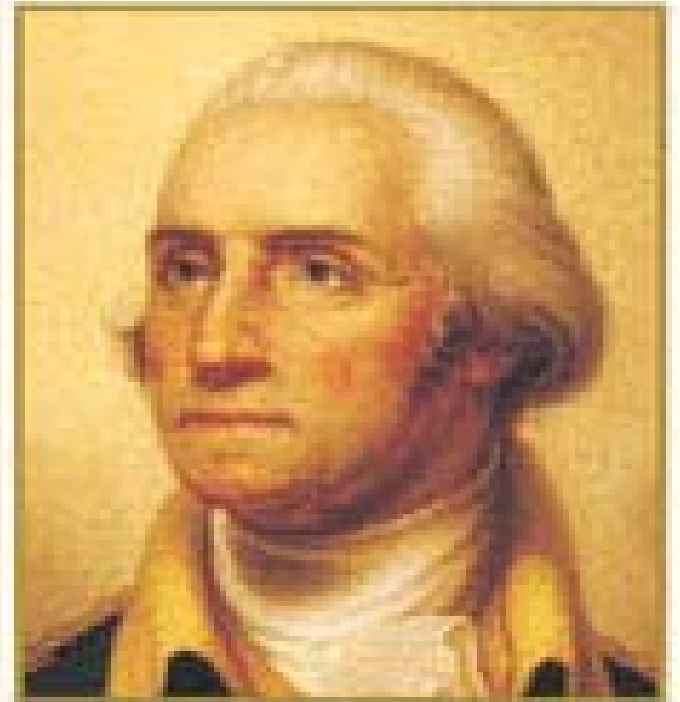
# ***Why does this matter?***

- **Procurement Markets**
- **Tradeoffs**
- **Making Good Decisions**
  - **Design, Development, and Reform**

- Questions?
- Comments?
- Suggestions?
- Ideas?

Our paper is available at:

[http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=1133234](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=1133234)



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